

Message Text

UNCLASSIFIED

PAGE 01 LAGOS 08099 010750Z
ACTION COME-00

INFO OCT-01 CCO-00 PASO-00 ISO-00 EB-08 AF-10 /019 W
-----126089 021122Z /14

R 301459Z JUN 78
FM AMEMBASSY LAGOS
TO SECSTATE WASHDC 9231

UNCLAS LAGOS 8099

E.O. 11652 : NA
TAGS : EINV, NI
SUBJ : JOINT VENTURE IN TRACTORS

PASS TO: ROBERT A. KENKLE, PRESIDENT
GRAVELY COMPANY
GRAVELY LANE
CLEMMONS, NORTH CAROLINA

1. ON JUNE 29 MESSRS. MAUBERT AND ENYONG CALLED AT THE EMBASSY TO DISCUSS THE CURRENT SITUATION OF THE PROPOSED AGRICULTURAL TRACTOR PRODUCTION FACILITY IN CALABAR. MAUBERT REPORTED THAT HE AND JACKSON WERE UNABLE TO MEET AS SCHEDULED AT AIRPORT ON JUNE 23 APPARENTLY BECAUSE OF MIX-UP BETWEEN TERMINALS.
 2. MAUBERT RETURNED TO LAGOS FROM CALABAR ON JUNE 28 AND LEARNED FROM NAAFCO THAT JACKSON HAD RETURNED TO LONDON AFTER HAVING MADE SALES AGREEMENT WITH LAGOS FIRM. MAUBERT INFORMED NIGERIAN AUTHORITIES OF CHANGED GRAVELY POSITION SINCE EARLIER PROPOSAL IN REPORT TO CROSS RIVER STATE GOVERNMENT.
 3. MAUBERT FURTHER INFORMED GOVERNMENT THAT A DIFFERENT FORM OF AGREEMENT WITH GRAVELY WAS UNDER STUDY. UNDER ITS TERMS GRAVELY PRODUCTS AND TECHNICAL ASSISTANCE COULD BE KEPT WITHIN GOVERNMENT PROJECT
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ALONG LINES ALREADY DISCUSSED IN LETTER TO JACKSON OF JUNE 15.

4. EMBASSY'S ECONOMIC SECTION AGREES WITH MAUBERT THAT TACTFUL SALESMANSHIP, NOT HIGH PRESSURE, IS ADVISABLE COURSE TO FOLLOW AT THIS TIME. MAUBERT WILL RETURN TO U.S. AS PLANNED IN LATE JULY AND

WILL CONFER WITH YOU REGARDING NEXT MOVE. TELEGRAPH
AND TELEX FACILITIES IN CALABAR ARE NOT OPERATING.
IF THERE IS ANY URGENT MESSAGE TO MAUBERT IT SHOULD
BE CABLED C/O BLUE FLAME LTD. H. CAHILL, ECON
COUNSELOR, AMERICAN EMBASSY, LAGOS.
WYMAN

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: JOINT VENTURES, TRACTORS
Control Number: n/a
Copy: SINGLE
Draft Date: 30 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978LAGOS08099
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780273-0301
Format: TEL
From: LAGOS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t1978064/aaaaacwt.tel
Line Count: 70
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 81a24685-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2281029
Secure: OPEN
Status: NATIVE
Subject: JOINT VENTURE IN TRACTORS PASS TO: ROBERT A. KENKLE, PRESIDENT GRAVELY COMPANY
TAGS: EINV, NI
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/81a24685-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014